



Invoice No.: IND-1015-0011

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 9/26/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

---

Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 8/1/2016 - 8/31/2016  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$ 195,571.85  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



STANDARDS FOR  
EXCELLENCE

Accredited under the  
Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) • [www.LoveFacts.org](http://www.LoveFacts.org) • [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-July 2016	Actual Cost Aug-16	Actual Expenses YTD-Aug 2016	Remaining Cost to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	38,006.55	4,401.31	42,407.86	\$15,592.14
Administrative	Salary	VP of Administration	\$13,000.00	11,739.90	3,611.42	15,351.32	(\$2,351.32)
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	3,842.30	\$974.24	4,816.54	(\$1,816.54)
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	611.65	\$142.03	753.68	\$2,246.32
Services	Salary	VP of Operations	\$45,000.00	17,049.59	\$2,096.82	20,145.40	\$24,054.60
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	5,603.60	\$927.70	6,551.30	(\$2,551.30)
Services	Salary	Services Assistance	\$3,000.00	2,708.45	\$1,577.20	4,645.65	(\$1,845.65)
Services	Salary	Billing Coordinator	\$5,000.00	2,673.54	\$870.46	3,544.02	\$1,455.98
Services	Salary	Service Provider Approval	\$5,000.00	1,812.85	\$84.24	1,397.12	\$3,602.88
Services	Salary	Service Provider Monitoring	\$5,000.00	540.84	123.66	664.63	\$4,335.37
Services	Salary	Horizon Counselor	\$4,000.00	900.51	\$304.92	1,295.43	\$2,704.57
		Subtotal	\$190,000.00	\$85,068.90	\$16,504.05	\$101,572.95	\$88,427.05
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	2,889.29	\$374.60	3,263.89	\$3,236.11
Services	Fringe	Payroll Taxes	\$9,000.00	2,264.79	\$544.43	2,779.22	\$6,220.78
Administrative	Fringe	Workers' Comp	\$300.00	183.72	\$28.73	212.45	\$87.55
Services	Fringe	Workers' Comp	\$500.00	150.34	\$20.50	173.84	\$326.36
Administrative	Fringe	Pension	\$3,750.00	1,436.54	\$241.55	1,678.09	\$2,071.91
Services	Fringe	Pension	\$2,000.00	683.54	\$160.18	833.72	\$1,166.28
Administrative	Fringe	Employee Group Ins	\$13,000.00	10,116.40	\$1,302.52	11,418.92	\$1,581.08
Services	Fringe	Employee Group Ins	\$10,000.00	5,773.53	\$749.60	6,522.43	\$3,470.57
		Subtotal	\$45,050.00	\$23,468.45	\$3,415.11	\$26,883.56	\$18,166.44
Administrative	Travel	Travel/Lodging	\$500.00	-	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	512.91	-	512.91	\$9,387.09
		Subtotal	\$10,500.00	\$512.91	\$0.00	\$512.91	\$9,887.09
Administrative	Supplies	Office Expense	\$91,700.00	5,085.78	\$278.22	5,364.00	\$86,336.00
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	87,378.60	\$23.36	87,401.88	\$32,598.12
Services	Supplies	Pregnancy Test Kits	\$0.00	2,723.00	\$697.50	3,422.60	(\$3,422.60)
		Subtotal	\$236,700.00	\$95,189.26	\$999.20	\$96,188.48	\$140,511.52
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	2,615.91	\$143.50	2,759.41	\$17,240.59
Administrative	Contracts	Auditing	\$3,500.00	2,429.69	\$398.97	2,828.66	\$671.34
Administrative	Contracts	Copier Service Contracts	\$500.00	356.50	\$92.16	448.66	\$51.34
Services	Contracts	Client Service Providers	\$2,412,500.00	1,232,427.03	\$170,477.08	1,402,904.12	\$1,009,595.88
Services	Contracts	Meetings/Seminars/Conferences	\$7,000.00	750.00	\$195.36	945.36	\$6,044.62
Services	Contracts	Services Advertising	\$405,000.00	448,552.01	\$555.54	440,107.25	\$35,892.05
Services	Contracts	Services Database Consulting	\$15,000.00	3,867.50	\$361.25	4,228.75	\$10,771.25
		Subtotal	\$2,943,500.00	\$1,690,998.64	\$172,224.29	\$1,863,222.93	\$1,080,277.07
Administrative	Other	Professional Development	\$2,000.00	1,269.03	\$174.00	1,443.03	\$556.97
Administrative	Other	Job advertising	\$500.00	-	\$4.50	4.50	\$495.50
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	969.99	\$410.60	1,380.59	\$13,619.41
Administrative	Other	Rent	\$45,000.00	7,585.32	\$1,263.94	8,849.26	\$37,150.74
Administrative	Other	Telephone Service	\$3,500.00	1,661.55	\$272.38	1,933.93	\$1,566.07
Administrative	Other	General Business Liability Ins	\$750.00	340.85	\$56.78	397.63	\$352.37
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	834.26	\$141.74	976.02	\$273.98
Services	Other	Toll Free Referral System	\$5,000.00	634.55	\$105.24	739.81	\$4,260.19
Services	Other	Contract Clostout Cost	\$0.00	-	-	-	\$0.00
		Subtotal	\$74,250.00	\$13,295.57	\$2,429.20	\$15,724.77	\$58,525.23
		Administrative	\$313,000.00	91,975.25	\$14,313.19	106,288.44	\$206,711.56
		Services	\$3,167,000.00	\$1,216,658.50	\$131,258.66	\$1,997,917.16	\$1,189,082.84
		Total	\$3,500,000.00	\$1,908,633.75	\$195,571.85	\$2,104,205.60	\$1,395,794.40

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2015-16**

Cost Category	Budgeted Dollars	Actual Expenses YTD-July 2016	Actual Expenses Aug-16	Actual Expenses YTD-Aug 2016	Remaining Cost to Sep 2016
<b>Personnel</b>					
President & CEO	\$58,000.00	\$ 38,006.55	\$ 4,401.31	\$ 42,407.86	\$15,592.14
VP of Administration	\$13,000.00	\$ 11,739.90	\$ 3,611.42	\$ 15,351.32	(\$2,351.32)
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 3,842.30	\$ 974.74	\$ 4,816.54	(\$1,816.54)
Junior Accountant	\$2,000.00	\$ -	\$ -	\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 611.65	\$ 142.03	\$ 753.68	\$2,246.32
Professional Development	\$2,000.00	\$ 1,269.03	\$ 174.00	\$ 1,443.03	\$556.97
Payroll Taxes	\$6,500.00	\$ 2,889.29	\$ 374.60	\$ 3,263.89	\$3,236.11
Workers Compensation Insurance	\$300.00	\$ 183.72	\$ 28.73	\$ 212.45	\$87.55
Pension	\$3,750.00	\$ 1,436.54	\$ 241.55	\$ 1,678.09	\$2,071.91
Employee Group Insurance	\$13,000.00	\$ 10,116.40	\$ 1,302.52	\$ 11,418.92	\$1,581.08
Job Advertising	\$500.00	\$ -	\$ 4.50	\$ 4.50	\$495.50
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 70,095.38</b>	<b>\$ 11,254.90</b>	<b>\$ 81,350.28</b>	<b>\$ 23,949.72</b>
<b>Operating</b>					
Accounting/IT/Legal Consulting	\$20,000.00	\$ 2,615.91	\$ 143.50	\$ 2,759.41	\$17,240.59
Postage/Shipping	\$15,000.00	\$ 969.99	\$ 410.60	\$ 1,380.59	\$13,619.41
Auditing	\$3,500.00	\$ 2,429.69	\$ 398.97	\$ 2,828.66	\$671.34
Travel/Lodging	\$500.00	\$ -	\$ -	\$ -	\$500.00
Rent	\$46,000.00	\$ 7,585.32	\$ 1,263.94	\$ 8,849.26	\$37,150.74
Telephone Service	\$3,500.00	\$ 1,661.55	\$ 272.38	\$ 1,933.93	\$1,566.07
General Business Liability Insurance	\$750.00	\$ 340.85	\$ 56.78	\$ 397.63	\$352.37
Insurance-Directors & Officers	\$1,250.00	\$ 834.28	\$ 141.74	\$ 976.02	\$273.98
Office Expense	\$91,700.00	\$ 5,085.78	\$ 278.22	\$ 5,364.00	\$86,336.00
Computer Resources	\$25,000.00	\$ -	\$ -	\$ -	\$25,000.00
		\$ -	\$ -	\$ -	
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 21,523.37</b>	<b>\$ 2,966.13</b>	<b>\$ 24,489.50</b>	<b>\$ 182,710.50</b>
<b>Equipment</b>					
Equipment Service Contracts	\$500.00	\$ 356.50	\$ 92.16	\$ 448.66	\$51.34
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 91,975.25</b>	<b>\$ 14,313.19</b>	<b>\$ 106,288.44</b>	<b>\$ 206,711.56</b>

**Real Alternatives**  
**Actual Services Expenses**  
**Indiana: Fiscal Year 2015-16**

Cost Category	Budgeted Dollars	Actual Expenses Jul-16	Actual Expenses YTD-July 2016	Actual Expenses Aug-16	Actual Expenses YTD-Aug 2016	Remaining Cost to Sep-2016
Personnel						
Vice President of Operations	\$45,000.00	\$1,013.50	\$ 17,048.58	\$3,096.82	\$ 20,145.40	\$24,854.60
Indiana Services Director	\$40,000.00	\$0.00	\$ -	\$ -	\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$316.69	\$ 5,623.60	\$927.70	\$ 6,551.30	(\$2,551.30)
Billing Coordinator	\$5,000.00	\$154.44	\$ 2,673.54	\$870.48	\$ 3,544.02	\$1,455.98
Services Assistance	\$3,000.00	\$606.42	\$ 2,768.45	\$1,877.20	\$ 4,645.65	(\$1,645.65)
Service Provider Approval	\$5,000.00	\$0.00	\$ 1,312.88	\$84.24	\$ 1,397.12	\$3,602.88
Service Provider Monitoring	\$5,000.00	\$466.53	\$ 540.94	\$ 123.69	\$ 664.63	\$4,335.37
Hotline Counselor	\$4,000.00	\$167.27	\$ 900.51	\$394.92	\$ 1,295.43	\$2,704.57
Payroll Taxes	\$9,000.00	\$209.68	\$ 2,214.79	\$544.43	\$ 2,779.22	\$6,220.78
Workers Compensation Insurance	\$500.00	\$25.47	\$ 150.34	\$23.50	\$ 173.84	\$326.16
Pension	\$2,000.00	\$60.47	\$ 683.54	\$150.18	\$ 833.72	\$1,166.28
Employee Group Insurance	\$10,000.00	\$974.29	\$ 5,773.83	\$749.60	\$ 6,523.43	\$3,476.57
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 3,994.76</b>	<b>\$ 39,711.00</b>	<b>\$ 8,842.76</b>	<b>\$ 48,553.76</b>	<b>\$ 83,946.24</b>
Operating	Budgeted Dollars					
Client Education Materials	\$120,000.00	\$65.69	\$ 87,378.50	\$ 23.38	\$ 87,401.88	\$32,598.12
Services Advertising	\$485,000.00	\$19,242.84	\$ 448,552.01	\$555.94	\$ 449,107.95	\$35,892.05
Meetings/Seminars/Conference	\$7,000.00	\$750.00	\$ 750.00	\$ 195.38	\$ 945.38	\$6,054.62
Travel/Lodging To Service Providers	\$10,000.00	\$612.91	\$ 612.91	\$ -	\$ 612.91	\$9,387.09
Srvcs Database/ Consulting & Dev	\$15,000.00	\$63.75	\$ 3,867.50	\$361.25	\$ 4,228.75	\$10,771.25
Client Service Providers	\$2,412,500.00	\$147,994.75	\$ 1,212,427.08	\$170,477.09	\$ 1,402,904.12	\$1,009,595.88
Toll-free Referral System	\$5,000.00	\$90.44	\$ 634.05	\$105.26	\$ 739.81	\$4,260.19
Contract Closeout Cost	\$0.00	\$0.00	\$ -	\$ -	\$ -	\$0.00
			\$ -	\$ -	\$ -	
			\$ -	\$ -	\$ -	
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 168,820.38</b>	<b>\$ 1,774,222.50</b>	<b>\$ 171,718.30</b>	<b>\$ 1,945,940.80</b>	<b>\$ 1,108,559.20</b>
Equipment	Budgeted Dollars					
Pregnancy Test Kits	\$0.00	\$719.40	\$ 2,725.00	\$697.60	\$ 3,422.60	(\$3,472.60)
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 173,534.54</b>	<b>\$ 1,816,658.50</b>	<b>\$ 181,258.66</b>	<b>\$ 1,997,917.16</b>	<b>\$ 1,189,082.84</b>